

# **QUONSET DEVELOPMENT CORPORATION STRATEGIC PLANNING COMMITTEE MEETING**

**January 22, 2007**

## **Public Session Minutes**

**A meeting of the Strategic Planning Committee of the Quonset Development Corporation (the "Corporation") was held at 4:00 p.m. on Monday, January 22, 2007, at the offices of the Corporation located at 30 Enterprise Drive, North Kingstown, Rhode Island, pursuant to notice to all members of the Strategic Planning Committee and a public notice of the meeting as required by the Bylaws of the Corporation and applicable Rhode Island Law.**

**The Following members constituting a quorum were present and participated throughout the meeting as indicated: John Simpson, Sav Rebecchi, and Barbara Jackson. Also present were W. Geoffrey Grout, Managing Director, Steven King, COO of Quonset Development Corporation, and Robert Bromley participated as indicated:**

### **1. CALL TO ORDER:**

**The meeting was called to order at 4:02 p.m. by Chairperson John**

**Simpson**

## **2. APPROVAL OF MINUTES:**

**Upon motion duly made by Ms Jackson and seconded by Mr. Rebecchi, the committee:**

**VOTED: To ratify, approve and adopt the Public Session Minutes of**  
**the Committee dated as of July 11, 2006, a copy of**  
**which**  
**is attached hereto as Exhibit A.**

**VOTED: To ratify, approve and adopt the Public Session Minutes of**  
**the Committee dated as of October 16, 2006, a copy of**  
**which is attached as Exhibit B.**

**Voting in favor were: John Simpson, Sav Rebecchi, and Barbara Jackson**

**Voting against were: none.**

**Unanimously approved**

### **3. LAND USE SITE INITIATIVE 3 ¡V LEASE VS. BUY:**

**Mr. King gave an overview of the property - Site 3 is the piece of land off Davisville Road across from the Gateway property and is made up of two separate parcels that will be divided by the new connector road; one parcel will be about 45 acres and the other about 28 acres. CB Richard Ellis has recommended to the Corporation that the property be subdivided and sold. There is a strong demand in the market for parcels in the 4 to 6 acre size.**

**The committee discussed the merits of a lease only strategy. The strategic values to the lease option are:**

**„X Revenue**

**„X Growth of the Business Park**

**„X Sustainability of the Park**

**„X Infrastructure: Physical Management ¡V to keep it as high quality Park**

**„X Ultimate Control**

**Ms. Jackson stated that with the lease option, the Corporation could retake the land if needed.**

**Mr. Grout stated that with the demand for the 4 to 6 acre parcels, selling the property would best meet that demand. The Corporation would draw in business similar to the ones in Keifer Park.**

**Mr. King stated that if we were going to sell we would sub-divide the 28 acre parcel into two 10 acre lots and divide the larger site into smaller parcels. LJM and Custom Design are located between the two parcels and have leases with an option to purchase.**

**Mr. Rebecchi stated it has not been settled how this park is going to sustain itself. Whether we should push to become the 40th municipality, or enter into an agreement with the Town of North Kingstown to take over the responsibility of maintaining the facility.**

**Ms. Jackson stated that it would be hard to deny sales to anyone else. Maybe the Corporation should go with a 99 year lease.**

**Mr. Rebecchi said that Quonset is one of the most unique properties in the region and the Corporation can dictate policy if steps are taken to be patient and organized. With the entire infrastructure combined, transportation infrastructure, and the utilities infrastructure the Corporation has a very valuable product and should be able to dictate what is best for the park.**

**Ms. Jackson stated that it does require us to think a little differently. Up until now, lease vs. buy discussions involved 30 year leases with**

**a sale option or 30 year leases that have a renewal option. Ms. Jackson concluded that the strategic planning committee needs to propose to CB Richard Ellis a long term lease idea, so when dealing with 30 year leases, the Corporation is not making an out right sale at the end.**

**Mr. Grout stated that the way the Park is headed, the State is going to end up with a couple of piers, a rail road track and a lot of infrastructure to maintain. The state will have water and sewer personnel and a sewer plant unless the Town buys that. Another question that will need to be answered by the committee is what will happen with the roads.**

**Mr. Rebecchi stated that, as in previous meetings, the Committee concluded what the Corporation needed was to come to some relationship/agreement with the Town with regards to the municipal services which has a lot to do with lease vs. buy. The most important thing is that the lease strategy has to do with the need for revenue, direction and sustenance. That was the reason the Committee had the lease vs. buy strategy and also why an RFP for a Facilitator was needed to determine whether the relationship is as a 40th municipality and what would be needed, what legislation if any would be necessary and would be recommended for the change. The Committee recommended not selling any property until there is a municipal service agreement in place.**

**The Committee agreed that at this point to stay with the lease option vs. buy.**

#### **4. RESULTS OF THE FACILITATOR RFP:**

**Mr. King gave background on who had responded to the RFP for the Operating Model Program. Aptus Partners had experience in facilitating but not much experience with the subject at hand. Mr. King reached out to RKG Associates; principal, Craig Seymour, to meet with Mr. Grout and Mr. King, who teamed Aptus Partners and RKG Associates up. Their joint proposal came in via e-mail on November 22, 2006. The Joint proposal is now in the range of \$135,000 to \$150,000. That proposal was forwarded Saul Kaplan for his input. Upon further discussion, it was decided that it was not beneficial to proceed with the RFP at this time considering that there was no Town Manager and impending Town Council election. The Budget was also an issue.**

**Mr. King went over what the Facilitator RFP entailed.**

**Mr. Rebecchi stated that the Corporation may need to send it back to the legislature, the legislation is incomplete.**

**Mr. Simpson commented that the Corporation should not give up on**

**this. The Committee feels it is so important to have a Facilitator and that things are lacking because the legislation is too general.**

**Saul Kaplan joined the meeting at 4:40pm**

**It was suggested that the Corporation may need to reject the proposal and close the RFP.**

**Ms. Jackson asked with the new Town Manager and new Town Council members; What is the agenda? How is the Corporation bringing them into the fold? How is the Corporation communicating with them? The Corporation needs to reach out to the Town, and present to them the plan and move ahead.**

**Mr. Kaplan stated that we need to undertake the process for a solid operating vision for the Park. What the final roles and structure are going to look like for the State, Town, and QDC. That has not changed.**

**Mr. Rebecchi said we need to define the final landing spot.**

**Mr. Simpson stated that the Corporation needs a formal discussion with the Town. But there needs to be a formal tactical vision first.**

**5. HOUSING AT QUONSET:**

**The Committee had a brief discussion regarding the subject of housing at Quonset. The points discussed included:**

**„X Master plan does not allow for housing at Quonset.**

**„X State project should not have housing.**

**„X If housing is to be added it needs to be included in the operating vision.**

## **6. PORT PROGRESS:**

**Mr. Grout presented a short update on activities at the Port.**

**„X New lease with NORAD. NORAD will make an investment in the property and should increase their volume from 100,000 to 300,000 a year.**

**„X Seafreeze has expanded the refrigerated warehouse.**

**„X RI Mooring is doing well.**

**„X American Mussel Harvesters is doing well.**

**„X Warehouse space is all leased but one bay in building E319.**

**There being no further business to come before the committee, upon motion duly made by Ms. Jackson and seconded by Mr. Rebecchi the meeting is adjourned at 5:01 p.m.**

**Respectively submitted:**



**By:** \_\_\_\_\_

**Steven J. King P.E.**

**Chief Operating Officer**